

Message Text

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ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 DODE-00 NSAE-00 RSC-01 TRSE-00

AEC-11 CIAE-00 COME-00 RSR-01 /050 W

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R 131015Z AUG 73

FM AMEMBASSY WARSAW

TO SECSTATE WASHDC 5228

C O N F I D E N T I A L WARSAW 4043

E.O. 11652: XGDS-1

TAGS: ESTC, PL

SUBJECT: SILICON CRYSTAL GROWTH FURNACES FOR POLAND

REF: (A) WARSAW 3726; (B) STATE 114698; (C) STATE 112391

EXCON FOR COMMERCE

1. IN LONG TALK WITH EMBASSY OFFICER, MILOBEDZKI OF UNITRA FOREIGN TRADE ENTERPRISE PROVIDED FOLLOWING ACCOUNT OF HISTORY OF UNITRA'S EFFORTS TO OBTAIN SILICON CRYSTAL GROWTH FURNACES. ACCOUNT BEARS ON REFS (B) AND (C) AS WELL AS ON REF (A).

2. MILOBEDZKI SAID THAT OVER A YEAR AGO UNITRA SIGNED CONTRACT WITH FRENCH COMPANY FOR FOUR VARIAN FURNACES. FRENCH FIRM, SAID MILOBEDZKI, ASSURED UNITRA THAT LICENSE FOR EXPORT COULD BE OBTAINED "BECAUSE WE ARE FRENCH". POLAND AGREED TO PAY WHAT MILOBEDZKI CALLED "THE EMBARGO PRICE", 25 PERCENT OVER LIST. WHEN AFTER SEVERAL MONTHS IT APPEARED THAT DELIVERY WOULD NOT BE AFFECTED, UNITRA BEGAN SEARCH FOR ALTERNATE SOURCE. DURING MILOBEDZKI'S TRIP TO THE US IN JANUARY 1973, IN CONNECTION WITH FAIRCHILD DEAL, MILOBEDZKI MET REPRESENTATIVE OF SUSATRONIC AND SIGNED CONTRACT FOR ONE FURNACE, ON ASSURANCES THAT EXPORT LICENSE COULD BE OBTAINED. MILOBEDZKI SAID HE PLANNED TO ORDER ADDITIONAL FURNACES FROM SUSATRONIC IF FIRST ORDER COULD BE SUCCESSFULLY

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FILLED, ALTHOUGH HE PREFERRED VARIAN FURNACE FOR TECHNICAL

REASONS.

3. MEANWHILE, PASSAGE OF TIME HAD RENDERED CONTRACT WITH FRENCH FIRM NO LONGER LEGALLY BINDING. WHEN IT APPEARED THAT EXPORT OF VARIAN FURNACES WOULD INDEED BE LICENSED, UNITRA ENTERED DISCUSSIONS WITH VARIAN AG OF SWITZERLAND. SUSATRONIC CONTRACT, SAID MILOBEDZKI, HAS NEVER BEEN CONFIRMED AND IS NOT NOW LEGALLY BINDING.

4. MILOBEDZKI SAID UNITRA NOW PLANS DEFINITELY TO PURCHASE FOUR MODEL 2848 FURNACES FROM VARIAN AG AND WILL NOT RPT NOT PURCHASE FURNACE FROM SUSATRONIC. MILOBEDZKI HAS RECEIVED QUOTATION FROM VARIAN AG AND WILL BEGIN PRICE NEGOTIATIONS. MILOBEDZKI SAID HE WILL INFORM SUSATRONIC OF UNITRA'S DECISION NOT TO PURCHASE.

5. IN VIEW OF FOREGOING, IT APPEARS ADDITIONAL ASSURANCES ARE NOT NECESSARY.

6. COMMENT: EMBASSY DOES NOT THOROUGHLY ACCEPT MILOBEDZKI'S ACCOUNT AS ACCURATE AND COMPLETE. IT IGNORES, FOR EXAMPLE, UNITRA'S NEGOTIATIONS WITH GERMAN FIRM LEIBOLD IN LATE 1972, ALTHOUGH LEIBOLD MAY HAVE BEEN THE UNNAMED "FRENCH" COMPANY TO WHICH MILOBEDZKI REFERRED. POLISH BUSINESS METHODS, ESPECIALLY WHEN EXPORT CONTROLS ARE INVOLVED, TEND TOWARD THE UNORTHODOX AND SECRETIVE, AND IT IS OFTEN DIFFICULT TO LEARN PRECISELY WHAT IS GOING ON. IT SEEMS CLEAR, HOWEVER, THAT UNITRA INTENDS TO PURCHASE FOUR FURNACES FROM VARIAN AG AND TO CANCEL ITS ORDER FOR ONE FURNACE FROM SUSATRONIC.

DAVIES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 AUG 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: garlanwa
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973WARSAW04043
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: X1 DAVIES
Errors: N/A
Film Number: n/a
From: WARSAW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730840/aaaabdgpg.tel
Line Count: 92
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: (A) WARSAW 3726; (B) STATE 114698; (, C) STATE 112391
Review Action: RELEASED, APPROVED
Review Authority: garlanwa
Review Comment: n/a
Review Content Flags:
Review Date: 21 SEP 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21-Sep-2001 by elyme>; APPROVED <26-Nov-2001 by garlanwa>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SILICON CRYSTAL GROWTH FURNACES FOR POLAND
TAGS: ESTC, PL
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005